

## Message Text

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ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-07 /018 W  
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R 161520Z MAY 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 1159

INFO AMCONSUL IBADAN

AMCONSUL KADUNA

UNCLAS LAGOS 5565

E.O. 11652 : NA

TAGS : BEXP, BENC, BENP, EAID, NI

SUBJ : FY 77 COUNTRY COMMERCIAL PROGRAM--FIRST QUARTER

REF: (A) 76 LAGOS 14324 B) STATE 107239 AND PREVIOUS

SUMMARY: CANCELLATIONS SLOWED PROMOTIONAL EVENTS, PERMITTING CATCHUP ON SECTORAL COVERARE. MAJOR PROJECTS AND TRADE OPPORTUNITIES CONTINUED VIRTUALLY UNABATED AND AN UNUSUALLY HIGH NUMBER OF VISITIRS, INCLUDING A CODEL, REQUIRED EXTENSIVE EMBASSY SUPPORT. NOTEWORTHY FEATURE WAS FIRST SERIOUS ACTIVITY UNDER AID COUNTRY FINANCED SERVICES. OIL, INDIGENIZATION AND TRADE MATTERS OF SIGNIFICANTIIMPORT FOR US INTEREST CAUSED CONSIDERABLE ACTIVITY.

1. PROMOTIONS: TO FILL GAP CAUSED BY CANCELLATIONS, EMBOFF BOZEMAN ORGANIZED AND STAGED ONE-DAY COSMETICS DEMONSTRATION NOV. 13. PREPAR

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ATIONS CONTINUED FOR 1977 AGRIBUSINESS TSS, IOWA IOGA, AUTOMOTIVE MAINTENANCE CATALOGUE SHOW, PRINTING AND GRAPHIC ARTS CATALOGUE SHOW, AND PRIVATE CONSUMER GOODS AND AUTO PARTS DISPLAYS IN BUSINESS RECEPTION CENTER. WORK ALSO DONE ON PLANNED WICHITA IOGA AND LEVENTI

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IN-STORE PROMOTION, UNTIL THESE CANCELLED. PLANNING CONTINUED FOR FY 77, 78 AND 79 CCPS AND PROMOTIONS.

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2. MAJOR PROJECTS: WORK CONTINUED OR WAS INITIATED ON 21 MAJOR PROJECTS(BROADLY DEFINED). NEW CAPITAL CITY PROJECT PARTICULARLY ACTIVE, WITH 23 COMMUNICATIONS DEVOTED MAINLY TO SUBMISSION ON RATHER SHORT NOTICE OF MASTER PLANNING PROPOSALS BY THE SEVEN AMERICAN CONSORTIA OF 13 COMPETING PLUS THE EARLY STAGES OF THE US GEOLOGICAL SURVEY MAPPING PROJECT UNDER AID COUNTRY FINANCED SERVICES. OTHER FAMILIAR PROJECTS ESPECIALLY PROMINENT IN THE

QUARTER WERE DIRECT REDUCTION STEEL MILLS, ARMY AND PRISON BARRACKS, SHIRORO HYDROELECTRIC, TELECOMMUNICATIONS CONSULTANCIES AND THE SECOND EARTH STATION, RAILWAY MODERNIZATION AND, IN PETROLEUM SECTOR, PIPELINES, PETROCHEMICALS, LNG AND THE KADUNA REFINERY. NEW PROJECTS INCLUDED NUCLEAR POWER, RURAL ELECTRIFICATION, KADUNA ATER SUPPLY, TURNKEY OCKYARDS, MAJOR LAGOS OFFICE COMPLEXES AND A DOLS 150 MILLION NIGER RIVER BRIDGE CONNECTED WITH THE AJAOKUTA STEEL MILL. ANOTHER MAJOR COUNTRYFINANCED SERVICES PROJECT WAS POTENTIALLY LARGE SALE OF TEACHING SERVICES TO THE NATIONAL UNIVER-SITIES COMMISSION.

3. MAJOR TRADE OPPORTUNITIES: ASIDE FROM THE ROUTINE, SIGNIFICANT OPPORTUNITIES INCLUDED MILITARY UNIFORMS AND VEHICLES, HELI-COPTERS, LARGE CIVIL AIRCRAFT AND RADAR, AGRICULTURAL AND AMUSEMENT PARK EQUIPMENT AND A ROUNDUP OF ENERGY SECTOR OPPORTUNITIES.

4. SECTOR COVERAGE: OIL REPORTS IN THE QUARTER NUMBER 22. UNDER INVESTMENT, INDIGENIZATION CONTINUED AS A PRIMARY CONCERN, CAUSING 11 REPORTS INCLUDING THREE ON AMERICAN FIRMS IN SPECIAL SITUATIONS. OTHER REPORTS ON INVESTMENT MATTERS INCLUDED THREE ON SPECIFIC MAJOR OPPORTUNITIES AND A PROFILE ON THE NIGERIAN INDUSTRIAL DEVELOPMENT BANK (A-148). TRADE WAS ANOTHER PREOCCUPATION, WITH REPORTS ON IMPORT RESTRICTIONS AND LICENSING, CHANGES IN PAYMENT PROCEDURES AND IN SHIPPING REGULATIONS. UNDER FINANCE WE CONTINUED TO REPORT ON FOREIGN BORROWING IMPLICATIONS OF NIGERIA'S WEAKENING INTERNATIONAL PAYMENT SITUATION AND ON INDIGENIZATION OF THE BANKS, SUBMITTING A NEW LIST OF NIGERIAN BANKS (A-144). OTHER FINANCIAL REPORTS UNCLASSIFIED

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INCLUDED ONE ON THE LAGOS STOCK EXCHANGE, A SUPPLEMENTARY BUDGET AND DISCOVERY OF AN EXCHANGE RATE ANOMALY PERMITTING A BETTER EXCHANGE RATE FOR DOLLARS, FROM WHICH THE EMBASSY NOW BENEFITS. SECTORAL ROUNDPUPS WERE SUBMITTED ON TELECOMMUNICATIONS AND MINING AND IN CONSTRUCTION AMERICAN SUCCESSES WERE NOTED AND A LIST OF NIGERIAN CONTRACTORS SUBMITTED.

5. GENERAL: NOTEWORTHY VISITORS REQUIRING SUPPORT WERE CONGRESSMAN JAMES H. SCHEUER, U.S. GEOLOGICAL SURVEY TEAM, A CONFERENCE BOARD RESEARCHER, A TOP SMALL BUSINESS ADMINISTRATION OFFICIAL AND JOURNALISTS FROM FORBES MAGAZINE AND ENGINEERING NEWS-RECORD. WITH THE DEPARTURE OF THE FEDERAL AVIATION AGENCY REPRESENTATIVE OCTOBER 1 THE SECTION EXPANDED ACTIVITIES IN SUPPORT OF FAA TRAINING FOR NIGERIAN OFFICIALS. IT ALSO INITIATED A MORE ACTIVE PROGRAM FOR THE NIGERIAN-AMERICAN CHAMBER OF COMMERCE (WHOSE MEMBERSHIP HAD GROWN FROM 80 TO 231) AND HAD CONTACTS WITH THE CHAMBER OF COMMERCE OF THE UNITED STATES.

6. PROGRAM ADMINISTRATION: LIFTING IN SEPTEMBER OF THE FMG BAN ON

DIPLOMATIC TRAVEL ENABLED VISITS TO NORTH, CENTRAL AND WEST NIGERIA BY FOUR E/C OFFICERS. FOUR LOCAL EMPLOYEES FROM ALL THREE POSTS ATTENDED THE MARKET RESEARCH TRAINING COURSE IN ABIDJAN IN NOVEMBER. THE AMERICAN AID ELEMENT DROPPED TO TWO WITH THE DEPARTURE OF THE REGIONAL FOOD FOR PEACE OFFICER IN OCTOBER.

7. MOST SPECIFIC PROGRAM TARGETS MET BUT SOME SLIPPED DUE TO UNFORESEEN ADDITIONAL WORKLOAD DEMANDS. TOO EARLY TO JUDGE WHETHER PROGRAM REVISION NECESSARY.  
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## Message Attributes

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